

Report 1
17-Mar-95

WAIS, Inc.
FY1995 Income Statement Forecast

	Actual												
	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
REVENUE													
Products	\$137,000	\$163,750	\$334,883	\$57,400	\$184,445	\$152,500	\$36,000	\$83,450	\$242,887	\$100,000	\$150,000	\$150,000	\$1,792,315
Government Contract	2,062	1,237	139,186	15,047		81,354	32,414	7,616	21,000	25,000	25,000	25,000	374,916
Production Services	50,000	20,000	68,000	8,000	70,400	53,850	41,533	113,100	226,000	200,000	300,000	300,000	1,450,883
International			100,000										100,000
Support & Maintenance										15,000	15,000	15,000	45,000
Total Revenue	189,062	184,987	642,069	80,447	254,845	287,704	109,947	204,166	489,887	340,000	490,000	490,000	3,763,114
			1,016,118			622,996			804,000			1,320,000	3,763,114
COST OF GOODS SOLD					41,850		15,000	15,000	15,000	30,000	30,000	30,000	176,850
GROSS MARGIN	189,062	184,987	642,069	80,447	212,995	287,704	94,947	189,166	474,887	310,000	460,000	460,000	3,586,264
	100%	100%	100%	100%	84%	100%	86%	93%	97%	91%	94%	94%	95%
Marketing & Sales	5,011	7,679	19,825	31,183	50,370	69,242	67,380	67,579	79,154	111,439	111,439	86,439	706,739 ✓
Washington Office	5,164	4,695	7,316	8,118	5,624	13,032	12,441	13,346	14,488	14,488	21,675	21,675	142,062 ✓
Production Services	6,370	7,589	23,656	34,346	63,963	52,374	20,812	24,510	38,278	54,722	73,224	64,677	464,518 ✓
Operations							16,175	16,190	15,300	13,067	26,700	14,700	102,132 ✓
Development	15,272	15,404	28,248	40,973	35,984	58,236	48,990	42,951	52,138	90,313	78,491	85,038	592,038 ✓
G&A	15,431	37,128	19,937	36,887	37,490	43,088	50,870	55,157	103,193	81,079	69,791	70,779	620,828 ✓
Total Expenses	47,248	72,495	98,982	151,506	193,430	235,971	216,668	219,732	302,549	365,107	381,319	343,307	2,628,318
Net Operating Income(Loss)	141,814	112,492	543,087	(71,059)	19,565	51,733	(121,721)	(30,566)	172,338	(55,107)	78,681	116,693	957,946
													25%
Interest Income (Expense)	342	354	381	688	(605)	379	555	410	(656)	(875)	(875)	(875)	(777)
Pretax Income(Loss)	142,156	112,846	543,468	(70,371)	18,960	52,112	(121,166)	(30,156)	171,681	(55,982)	77,806	115,818	957,169
other					1,450								1,450
Income Taxes	62,549	49,652	239,126	(20,963)	8,342	22,929	(53,313)	(13,269)	75,540	(24,632)	34,235	50,960	431,154
NET INCOME(LOSS)	\$79,607	\$63,193	\$304,342	(\$49,408)	\$9,167	\$29,183	(\$67,853)	(\$16,888)	\$96,142	(\$31,350)	\$43,571	\$64,858	\$524,565

17-Mar-95

FY1995 Balance Sheet Forecast

AR Days	Actual												
	Jun-94	31 Jul-94	37 Aug-94	24 Sep-94	121 Oct-94	36 Nov-94	46 Dec-94	119 Jan-95	62 Feb-95	33 Mar-95	40 Apr-95	40 May-95	40 Jun-95
Current Assets													
Cash	\$134,341	\$191,475	\$201,094	\$321,267	\$424,589	\$437,682	\$357,328	\$207,113	\$133,020	\$211,837	\$243,720	\$82,510	\$200,409
Accounts Receivable	\$101,023	196,910	225,500	514,026	323,954	307,525	439,172	434,721	420,363	538,876	453,333	653,333	653,333
Deposits & Prepaids	5,875	2,395	2,395	41,058	29,389	35,427	26,080	52,086	62,493	47,493	47,493	47,493	47,493
Total Current Assets	241,239	390,780	428,989	876,351	777,932	780,634	822,580	693,920	615,876	798,205	744,547	783,336	901,235
Fixed Assets													
Furniture & Improvements	4,741	4,741	4,741	9,064	9,064	28,339	32,867	36,198	39,023	60,023	60,023	60,023	60,023
Equipment & Software	81,776	87,403	95,621	95,621	115,836	150,122	153,537	181,069	189,808	196,808	223,438	259,938	270,638
Production Services	3,301	3,301	3,301	7,670	7,670	11,794	11,794	16,519	23,982	62,982	70,082	85,082	85,082
Accumulated Depreciation	(30,053)	(32,651)	(35,479)	(38,499)	(42,081)	(46,241)	(51,236)	(57,232)	(63,768)	(73,884)	(84,938)	(97,422)	(110,203)
Net Fixed Assets	\$59,765	\$62,794	\$68,184	\$73,856	\$90,489	\$144,014	\$146,962	\$176,554	\$189,045	\$245,929	\$268,605	\$307,621	\$305,540
Other Assets	3,815	3,735	3,656	3,577	3,497	3,418	3,338	3,259	3,179	3,815	3,815	3,815	3,815
Total Assets	\$304,819	\$457,309	\$500,829	\$953,784	\$871,918	\$928,066	\$972,880	\$873,733	\$808,100	\$1,047,949	\$1,016,967	\$1,094,773	\$1,210,590
\$94													
Current Liabilities													
Accounts Payable	114,206	\$124,559	\$54,953	\$50,121	\$50,235	\$135,977	\$132,479	\$147,400	\$106,832	\$100,000	\$100,000	\$100,000	\$100,000
Accounts Receivable Line													
Note Payable - B Kahle	48,711	48,711	48,711	48,711	48,711								
Deferred Revenue	79,235	79,235	79,235					7,100	7,100	7,100	7,100	7,100	7,100
Accrued Income Taxes	6,100	68,648	118,580	345,141	312,569	322,518	341,647	288,333	280,174	355,714	331,082	365,316	416,276
A/R Line of Credit										75,000	100,000	100,000	100,000
Current Portion of Leases													
Total Current Liabilities	248,252	321,153	301,479	443,973	411,515	458,495	474,126	442,833	394,106	537,814	538,182	572,416	623,376
Equipment Leases													
Shareholders' Equity:													
Paid in Capital	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Current Year Income (Loss)	31,187	79,607	142,801	447,143	397,735	406,903	436,086	368,232	351,345	447,486	416,136	459,708	524,565
Retained Earnings (Deficit)	380	31,549	31,549	37,668	37,668	37,668	37,668	37,668	37,649	37,649	37,649	37,649	37,649
Total Equity	56,567	136,156	199,350	509,811	460,403	469,571	498,754	430,900	413,994	510,135	478,785	522,357	587,214
Total Liabilities & Equity	\$304,819	\$457,309	\$500,829	\$953,784	\$871,918	\$928,066	\$972,880	\$873,733	\$808,100	\$1,047,949	\$1,016,967	\$1,094,773	\$1,210,590
Quick Ratio (Cash + AR/Curr Liab)													
Tangible Net Worth	0.95	1.21	1.42	1.88	1.82	1.63	1.68	1.45	1.40	1.40	1.30	1.29	1.37
Debt/Tangible Net Worth	56,567	136,156	199,350	509,811	460,403	469,571	498,754	430,900	413,994	510,135	478,785	522,357	587,214
	4.4	2.4	1.5	0.9	0.9	1.0	1.0	1.0	1.0	1.1	1.1	1.1	1.1

Report 4
14-Mar-95

Marketing & Sales Expenses
FY1995

	Actuals												Total
	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	
Salaries		1,667	2,667	3,667	16,500	17,083	19,583	27,944	34,249	34,249	40,749	40,749	279,856
Payroll Taxes	9.0%	663	-401	2,175	906	1,814	332	2,730	3,958	3,082	3,667	3,667	26,262
Medical Insurance	3.0%	89	89	89	275	182	575	1,216	1,247	1,027	1,222	1,222	8,457
Consulting				4,000	7,940	10,019	3,610						25,569
Recruiting		49	16		15			596					676
Travel		1,932	4,974	1,672	8,046	11,763	10,264	2,701	10,000	10,000	10,000	10,000	81,352
Training		-33	256	812									1,035
Depreciation				641	681	1,219	1,486	1,653	1,300	1,300	1,300	1,300	10,880
Equipment Rent/Lease	86	273	514	1,356									2,229
Equipment/Software			589			125							714
Network access		652											652
Computer supplies		311			67			364					742
Other	98	38	597	2,738	699	1,128	966	275					6,539
Marketing\Sales Only													
Commissions	2,000	1,700	6,699	1,308	9,897	13,254	11,078	13,308	24,494	17,000	24,500	24,500	149,738
Seminars	100		249					995					1,344
Public Relations		27				1,294	445	6,228					7,994
Direct Mail				975		-975		154			25,000		25,154
Trade Shows					3,230	5,931	6,445	1,353		7,500			24,459
Collateral Development						4,994		498		25,000			30,492
Collateral							1,196		5,000	5,000	5,000	5,000	21,196
Advertising	308	375			716								1,399
<hr/>													
	5,011	7,679	19,825	31,183	50,370	69,242	67,380	67,579	79,154	111,439	111,439	86,439	706,739
				63,697	114,066			598				was	
												Increase(decrease)	

Report 4A
17-Mar-95

Marketing & Sales Salaries
FY 1995

	Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$60,000	VP Sales & Mktg	Bruce Gilliat				5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	45,000
\$20,000	Sales Assistant	Than Lee	1,667	1,667	1,667	1,667	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	23,328
\$48,000	VAR Mgr	Cindy Miller				4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	36,000
\$65,000	Product Mktng Mgr	TBH													
\$40,000	Telesales Rep	Kevin Cronin/TBH		1,000	2,000	2,000	2,000	2,000	2,331	3,750	3,333	3,333	3,333	3,333	28,414
\$30,000	Telesales Rep	TBH										2,500	2,500	2,500	7,500
\$48,000	Federal Sales Rep	TBH										4,000	4,000	4,000	12,000
\$48,000	Online Sales	Larry Steinberg				4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	36,000
\$75,000	Marcom Mgr	TBH Lori Nelson								6,250	6,250	6,250	6,250	6,250	31,250
\$35,000	Marketing Support	Dia Chenney						2,500	2,500	2,500	2,917	2,917	2,917	2,917	19,167
\$80,000	Business Development	John Duhring							6,667	6,667	6,667	6,667	6,667	6,667	40,000
	Temps/Misc					-167			1364						1,197
	Total		1,667	2,667	3,667	16,500	17,083	19,583	27,944	34,249	34,249	40,749	40,749	40,749	279,856
				8,000											
	Commission Rate		2%	2%	2%	3.0%	4.0%	4.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	
	Contractors														
	Darryl Daugherty & Other							1,519	360						1,879
	Mat Garr/John Graham					4,000		2,000							6,000
	Lori Nelson						6,500	6,500	3,250						16,250
	Ken Toyama	datasheet					1,000								1,000
	Judith Baker	datasheet					440								440
						4,000	7,940	10,019	3,610						25,569

Commision Rate Calculation

	Quota	Full Quota Comp	Base	Commission	Rate
Telesales rep	1,000,000	64,000	24,000	40,000	4%
Var Manager	1,200,000	96,000	48,000	48,000	4%
Inside SalesRep	1,200,000	96,000	48,000	48,000	4%
Telesales 2	1,000,000	64,000	24,000	40,000	4%
Federal Sales	1,200,000	96,000	48,000	48,000	4%
	5,600,000	416,000	192,000	224,000	
VP Sales		172,000	60,000	112,000	2%
	5,600,000	588,000	252,000	336,000	6.0%

3/17/95

**Washington Expenses
FY1995**

	Actual								Mar-95	Apr-95	May-95	Jun-95	Total
	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95					
Department direct													
Salaries	4,083	4,083	5,459	5,000	4,083	7,831	8,250	8,250	8,250	8,250	14,500	14,500	92,539
Contractors													
Total salaries & contractors	4,083	4,083	5,459	5,000	4,083	7,831	8,250	8,250	8,250	8,250	14,500	14,500	92,539
Payroll Taxes 9%	367	367	358	383	313	349	1,001	702	743	743	1,305	1,305	7,936
Medical Insurance 6%	245	245	613	306	306	306	58	670	495	495	870	870	5,479
Total insurance & taxes	612	612	971	689	619	655	1,059	1,372	1,238	1,238	2,175	2,175	13,415
Department overhead													
Recruiting				788	184	169							1,141
Travel			851	335	253	1,710	152	465	2,000	2,000	2,000	2,000	11,766
Training													
Depreciation						126	194	256					576
Equipment Rent/Lease					95								95
Equipment/Software				271			19		150	150	150	150	890
Network access			35	35			70		500	500	500	500	2,140
Computer supplies						438	134	296	100	100	100	100	1,268
Other	469				140	1		19	100	100	100	100	1,029
Office Rent				1,000	250	1,554	1,554	1,554	1,500	1,500	1,500	1,500	11,912
Office Supplies						177	176	275					628
Office Maintenance/security													
Postage & Delivery							93	125	150	150	150	150	818
Telephone						371	740	694	500	500	500	500	3,805
Equipment Repair								40					40
Dues & Subscriptions													
Total department overhead	469		886	2,429	922	4,546	3,132	3,724	5,000	5,000	5,000	5,000	36,108
	5,164	4,695	7,316	8,118	5,624	13,032	12,441	13,346	14,488	14,488	21,675	21,675	142,062
Cummulative				25,294	30,918						was		
								-222			Increase (decrease)		

Report 6A
17-Mar-95

Washington Salaries
FY1995

	Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
60,000	Manager	Kevin Oliveau	4,083	4,083	5,459	5,000	4,083	5,000	5,000	5,000	5,000	5,000	5,000	5,000	57,708
39,000	Engineer	Norm						2,831	3,250	3,250	3,250	3,250	3,250	3,250	22,331
50,000	Engineer	TBH											4,167	4,167	8,333
25,000	Administration	TBH											2,083	2,083	4,167

Total			4,083	4,083	5,459	5,000	4,083	7,831	8,250	8,250	8,250	8,250	14,500	14,500	92,539
-------	--	--	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	--------	--------	--------

Report 5
17-Mar-95

Production Services Expenses
FY1995

	Actuals												Total
	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	
Department Direct													
Salaries	4,333	4,667	5,000	11,667	16,747	21,882	10,625	18,072	25,472	38,638	56,572	43,583	257,257
Consulting	580	530	10,680	9,059	45,207	19,015	6,800	0	2,000	2,000	2,000	2,000	99,871
Total salaries + contractors	4,913	5,197	15,680	20,726	61,954	40,897	17,425	18,072	27,472	40,638	58,572	45,583	357,128
Payroll Taxes	9.0%	842	-43	1,848	383	771	-429	813	1,383	2,292	3,477	5,091	20,352
Medical Insurance	3.0%	498	499	499	499	499	587	169	727	764	1,159	1,697	8,905
Total insurance + taxes		1,340	456	2,347	882	1,270	158	982	2,110	3,057	4,637	6,789	29,257
Department Overhead													
Recruiting			1,000	5,990		3,380			2,500	4,000	2,000	8,000	26,870
Travel		456	2,013	4,750	359	4,186	1,983	3,360	3,000	3,000	3,000	3,000	29,107
Training													0
Depreciation	92	126	248	248	328	328	312	427	1,750	1,947	2,363	2,363	10,532
Equipment Rent/Lease	25	0		16		2,147	23						2,211
Equipment/Software		820	1,005	0	52								1,877
Network access	0	534	1,052	870	0			65					2,521
Computer supplies			311	514	0	396		241	500	500	500	500	3,462
Other				350		882	87	235					1,554
Total department overhead	117	1,936	5,629	12,738	739	11,319	2,405	4,328	7,750	9,447	7,863	13,863	78,134
													0
													0
													0
													0
	6,370	7,589	23,656	34,346	63,963	52,374	20,812	24,510	38,278	54,722	73,224	64,677	464,518
			37,614	71,960							was		
											increase (decrease)		

Report 5A
17-Mar-95

Production Services Salaries
FY1995

	Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$80,000	VP Publising	John Duhring				6,667	6,667	6,667	transferred to sales & marketing						20,000
\$80,000	Production Manager	TBH Pat Greer									2,000	5,333	6,667	6,667	20,667
\$57,000	Production Manager	Meikle Syme-Hall					3,000	4,750	4,750	4,750	4,750	4,750	4,750	4,750	36,250
\$45,000	Systems Admin	Kevan Garrett					2,080	3,750	transferred to operations						5,830
\$60,000	Information Engineer	Dan Aronson	4,333	4,667	5,000	5,000	5,000	5,000 ops				5,000	5,000	5,000	44,000
\$58,000	Human Interface Engineer	Claude Devarenne						1,715	4,833	4,833	4,833	4,833	4,833	4,833	30,715
\$58,000	Human Interface Engineer	TBH										4,833	4,833	4,833	14,500
\$65,000	Information Engineer	TBH Goang											12,000	5,417	17,417
\$55,000	Information Engineer	TBH John Sweet									5,400	5,400	4,583	4,583	19,967
\$65,000	Information Engineer	TBH											5,417	5,417	10,833
\$25,000	User Testing Coordinator	Aneesa Sen Akela	0						1,041	2,083	2,083	2,083	2,083	2,083	11,458
	Information Engineer	Peter Graf							0	0	0	0	0	0	0
									0	6,405	6,405	6,405	6,405	0	25,620
									0	0	0	0	0	0	0
									1	0	0	0	0	0	1
															0
	Total		4,333	4,667	5,000	11,667	16,747	21,882	10,625	18,072	25,472	38,638	56,572	43,583	257,257
		Cummulative			14,000										
								0							
Consultants															
	CMP	Keira B.			4,000	5,000	15,000	3,600	see development						27,600
	CMP	Terry/Tara			4,000	1,000	3,760				2,000	2,000	2,000	2,000	16,760
	DJ/Reuters	Claude					5,410	6,600							12,010
		Aneesa				709	902	1,595							3,206
	Reuters	Peter Graf					6,800	6,800	6,800						20,400
	other		580	530	2,680	2,350		420							6,560
	CMP	Mitra/TBH					13,335								13,335
			580	530	10,680	9,059	45,207	19,015	6,800	0	2,000	2,000	2,000	2,000	99,871

Report 6

17-Mar-95

**Operations Expenses
FY1995**

		Actuals												
		Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
Department Direct														
Salaries								8,750	8,750	8,750	8,542	10,000	10,000	54,792
Contractors								5,000	5,000	3,000				13,000
Total salaries + contractors								13,750	13,750	11,750	8,542	10,000	10,000	67,792
Payroll Taxes	9.0%							670	670	788	769	900	900	4,696
Medical Insurance	3.0%							270	264	263	256	300	300	1,653
Total insurance & taxes								940	934	1,050	1,025	1,200	1,200	6,349
Department overhead														
Recruiting												12,000		12,000
Travel														
Training														
Depreciation								302	395	500	500	500	500	2,697
Equipment Rent/Lease								113	128					241
Equipment/Software										500	500	500	500	2,000
Network access								1,070	951	1,000	2,000	2,000	2,000	9,021
Computer supplies										500	500	500	500	2,000
Other									32					32
Total dept overhead								1,485	1,506	2,500	3,500	15,500	3,500	27,991
Cummulative								16,175	16,190	15,300	13,067	26,700	14,700	102,132

Report 6A
17-Mar-95

Operations Contractors
FY1995

	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
Jean Christofferson							5,000	5,000	3,000				13,000

Total							5,000	5,000	3,000				13,000
-------	--	--	--	--	--	--	-------	-------	-------	--	--	--	--------

Report 6B
17-Mar-95

Operations Salaries
FY1995

	Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$40,000	Director of Ops	TBH										3,333	3,333	3,333	10,000
\$45,000	System Admin	Kevan Garrett							3,750	3,750	3,750	3,750	3,750	3,750	22,500
\$57,000	System Admin	Dan Aronson							5,000	5,000	5,000				15,000
\$35,000	System Admin	TBH										1,458	2,917	2,917	7,292

Total							8,750	8,750	8,750	8,542	10,000	10,000	54,792
-------	--	--	--	--	--	--	-------	-------	-------	-------	--------	--------	--------

Report 6
13-Mar-95

Development Expenses
FY1995

	Actuals												Total
	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	
Department Direct													
Salaries	7,500	7,500	13,121	12,250	8,917	16,000	16,727	15,667	26,849	61,167	59,750	59,750	305,198
Contractors	4,083	4,083	9,250	14,887	12,250	34,750	18,250	12,354	12,250	8,250	2,000	8,250	140,658
Total salaries + contractors	11,583	11,583	22,371	27,137	21,167	50,750	34,977	28,021	39,099	69,417	61,750	68,000	445,855
Payroll Taxes	9.0%	886	261	1,142	991	635	1,279	1,199	2,416	5,505	5,378	5,378	25,751
Medical Insurance	3.0%	178	178	178	355	266	303	716	805	1,835	1,793	1,793	8,610
Total insurance & taxes		1,064	439	1,320	1,346	948	1,582	1,915	3,222	7,340	7,170	7,170	34,362
Department overhead													
Recruiting			168	2,847	6,223	3,058	6,382	6,478	2,000	5,000			32,156
Travel			1760	3,512	781		1,778	2,491	500	500	500	500	12,322
Training													
Depreciation	2,506	2,543	2621	2,542	1,962	2,426	2,668	2,668	5,467	6,207	7,221	7,518	46,348
Equipment Rent/Lease	119	156	119	133	17		119	869	500	500	500	500	3,532
Equipment/Software		150		771	4,330	510	987		500	500	500	500	8,748
Network access		533	98	2,432		100	199		100	100	100	100	3,762
Computer supplies			41	195	540	482		190	750	750	750	750	4,448
Other			-250	58	16	64	298	319					505
Total dept overhead	2,625	3,382	4,557	12,490	13,869	6,640	12,431	13,015	9,817	13,557	9,571	9,868	111,821
	15,272	15,404	28,248	40,973	35,984	58,236	48,990	42,951	52,138	90,313	78,491	85,038	592,038
Cummulative			58,926	99,898	135,882						Was		
											Increase (Decrease)		

Report6A
13-Mar-95

Development Contractors
FY1995

	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
Protocols Maint.	Margaret St Pierre	4,083	4,083	6,250	6,250	6,250	18,750	6,250	6,250	4,000			6,250	68,417
General														
Fulcrum	JP Masser				8,356	6,000	16,000	6,000	6,104	6,250	6,250			54,960
Documentation				3,000						2,000	2,000	2,000	2,000	11,000
Acting Development Mgr	Keira Bromberg							6,000						6,000
unlocated					281									281
	Total	4,083	4,083	9,250	14,887	12,250	34,750	18,250	12,354	12,250	8,250	2,000	8,250	140,658

Report 6B
13-Mar-95

Development Salaries
FY1995

	Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$100,000	VP Development	TBH Edy Henderson									758	8,333	8,333	8,333	25,758
\$75,000	Senior Engineer	Harry Morris	4,167	4,167	6,250	4,167	4,167	11,250	6,250	6,250	6,250	6,250	6,250	6,250	71,668
\$57,000	Engineer	Will Tutthil				4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	42,750
\$68,000	Support Engineer	Ben Lai/Tom Ajaye	3,333	3,333	3,333	3,333					6,967	5,667	5,667	5,667	37,299
\$56,000	Engineer	Marion Esanu							5,727	4,667	4,667	4,667	4,667	4,667	29,060
\$70,000	Engineer	TBH Georgios Papadopoulos										13,000	5,833	5,833	24,667
\$83,000	Engineer	TBH Dilip G.									3,458	6,917	6,917	6,917	24,208
\$70,000	Engineer	TBH Chris Toomy										5,833	5,833	5,833	17,500
\$70,000	Engineer	TBH Jeff Susna										2,917	5,833	5,833	14,583
\$50,000	Support Engineer	TBH													
\$68,000	Engineer (SBIR Project)	TBH										2,833	5,667	5,667	14,167
		TBH													
	Misc				3,538										3,538
	Total		7,500	7,500	13,121	12,250	8,917	16,000	16,727	15,667	26,849	61,167	59,750	59,750	305,198

Report 7
17-Mar-95

G&A Expenses
FY1995

		Actuals												
		Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
Salaries		11,136	11,717	(11,624)	4,625	7,356	10,667	23,584	25,108	25,042	27,125	27,125	27,125	188,985
Payroll Taxes	16.0%	(1,890)	501	1,635	884	1,221	3,622	4,824	4,206	4,007	4,340	4,340	4,340	32,030
Medical Insurance	3.0%	341	429	1,722	567	568	647	728	734	751	814	814	814	8,929
Consulting			4,600	6,938	9,204	7,219	8,726		1,588	2,000	2,000	2,000	2,000	46,275
Recruiting														
Travel				2,593	514	65	1,283	3,527	2,382	3,000	3,000	3,000	3,000	22,364
Training							100							100
Depreciation			79	151	151	1,095	896	965	1,068	1,100	1,100	1,100	1,100	8,805
Equipment Rent/Lease		225	546	395	234	160	97	214						1,871
Equipment/Software			106		697				224	1,050	1,050	1,050	1,050	5,227
Network access			652			20		290	(85)					877
Computer supplies		131	100	170	339	533	349	448	287					2,357
Other		260	979	185	1,099	(1,331)	(4,519)	(515)	594	30,000	5,000	700	700	33,152
G & A ONLY														
Office Rent		3,480	4,140	5,179	4,800	5,060	5,593	5,300	5,550	16,593	11,000	11,000	11,000	88,695
Office Supplies		781	3,910	3,615	5,072	3,863	2,083	1,684	2,260	3,000	3,000	3,000	3,000	35,268
Office Maintenance/security		80	1,431	1,086	1,484	353	2,038	309	334	150	150	150	150	7,715
Postage & Delivery		10	706	488	287	2,086	682	2,121	1,846	1,000	1,000	12	1,000	11,238
Telephone		742	4,766	4,722	4,449	5,349	8,250	4,757	7,000	7,000	7,000	7,000	7,000	68,035
Equipment Repair				184		170			481	250	250	250	250	1,835
Bank Charges										150	150	150	150	600
Dues & Subscriptions			66							100	100	100	100	466
Legal & Accounting		135	2,400	2,060	2,310	2,003	1,744	2,022	1,500	8,000	8,000	8,000	8,000	46,174
Casualty Insurance						(87)					6,000			5,913
Meetings						1,787	830	612	80					3,309
Property Tax				438	171									609

15,431	37,128	19,937	36,887	37,490	43,088	50,870	55,157	103,193	81,079	69,791	70,779	620,828
Cummulative			109,383	146,873						was		
										increase(decrease)		

G&A Salaries
FY1995

	Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$105,000	President	Brewster Kahle	7,083	7,083	-16,249			2,500	8,750	8,750	8,750	8,750	8,750	8,750	52,917
\$120,000	OOO	TBH													
\$25,500	Exec. Assistant	Judy Chen	1,553	2,134	2,125	2,125	2,125	2,125	2,125	2,125	2,125	2,125	2,125	2,125	24,937
\$30,000	Office Manager	Dia /Anesa/Victor	2,500	2,500	2,500	2,500	2,500	1,042	1,042	2,500	2,500	2,500	2,500	2,500	27,084
\$60,000	Controller	Mary McCall					2,731	5,000	5,000	5,000	5,000	5,000	5,000	5,000	37,731
\$80,000	CFO	Nick Scharf							6,667	6,667	6,667	6,667	6,667	6,667	40,000
\$25,000	Reception											2,083	2,083	2,083	6,250
										66					66
Total			11,136	11,717	-11,624	4,625	7,356	10,667	23,584	25,108	25,042	27,125	27,125	27,125	188,985